L.A./L.B./Oakland Ports To Busan, South Korea

0%

1%

Fresh Lemons

ΑI

ΑI

1008 pkgs.

\$3,414

Monthly Market Share For: August 1997

12 Days

\$3.30

Month\Year: 6\74 Surcharges: Market Market **Transit** Share Share CY Time Ocean Rate CY**THC** CFS Rec ARB Cotton R. Size Carrier **BAF CAF ContainerRate** 87% \$2.38 ΑI 1008 pkgs. \$2,399 Hyundai 83% 12 Days ΑI ΑI \$100¹ Hanjin 17% 10% 11 Days \$3.30 ΑI ΑI 1008 pkgs. \$3,426 ΑI K Line 0% 1% 12 Days \$3.30 \$5 ΑI 1008 pkgs. \$3,414

\$5

NYK Line

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¹ Rate is per container

L.A./L.B./Oakland Ports To Hong Kong

Fresh Lemons

Monthly Market Share For: August 1997

Month\Year: 15\299

Womm 1 car. 10 1200	Surcharges:											
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
APL	27%	26%	16 Days	\$1.72	\$5			\$34				\$2,417
NYK Line	27%	9%	15 Days	\$1.72	\$5			\$34				\$2,417
Mitsui OSK	20%	10%	16 Days	\$1.72	\$5			\$34				\$2,417
Maersk	18%	21%	14 Days	\$1.72	\$5		·	\$34	·	·	·	\$2,417
Sea-Land	7%	5%	14 Days	\$1.72	\$5			\$34				\$2,417

Issue Date: November 15, 1997

L.A./L.B./Oakland Ports To Manila, Philippines

Fresh Lemons

Monthly Market Share For: August 1997

Month\Year: \4

Month\Year: \4					_							
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec AR	B Cotton R.	 Size	ContainerRate
Hyundai	100%	20%	19 Days	\$3.63	\$5			\$34			865 pkgs	. \$4,342
APL	0%	44%	18 Days	\$3.78	\$5			\$34			865 pkgs	. \$4,493
Maersk	0%	34%	20 Days	\$3.78	\$5			\$34			865 pkgs	. \$4,493

Issue Date: November 15, 1997

L.A./L.B./Oakland Ports To Osaka, Japan

Fresh Lemons

Monthly Market Share For: August 1997

Month\Year: $47\103$

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Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	 BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Hanjin	74%	71%	9 Days	\$1.91	\$5		43%	\$34			1008 pkgs	. \$3,436
Cho Yang	10%	2%	10 Days	\$113.00	\$100 ¹		43%	ΑI			20 KT	\$2,928 ¹³
K Line	7%	8%	13 Days	\$2.01	\$5		43%	\$34			1008 pkgs	. \$3,580
Maersk	6%	5%	11 Days	\$2.01	\$5		43%	\$34			1008 pkgs	. \$3,580
Pacific Express	4%	4%	13 Days	\$3,325 ¹	ΑI		Al	Al				\$3,325

¹ Rate is per container

Issue Date: November 15, 1997

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¹³ Rate is calculated by KT, not package.

L.A./L.B./Oakland Ports To Tokyo, Japan

Fresh Lemons

Monthly Market Share For: August 1997

Month\Year: 15\258 Surcharges: Market Market **Transit** Carrier Share Share CY **Time** Ocean Rate **BAF** CY**CAF THC** CFS Rec ARB Cotton R. Size **ContainerRate** \$3,436 Hanjin 33% 30% 11 Days \$1.91 \$5 43% \$34 1008 pkgs. \$2,310¹ \$100¹ Mitsui OSK 25% 5% 43% ΑI 1008 pkgs. \$3,403 10 Days 12 Days 5 \$3,325¹ Pacific Express \$3,325 20% 10% ΑI ΑI ΑI \$2,310¹ 10 Days \$100¹ \$3,403 Maersk 7% 17% 43% ΑI 1008 pkgs. NYK Line 11 Days \$2,310¹ \$100¹ 1008 pkgs. \$3,403 7% 3% 43% ΑI OOCL \$2,310¹ \$100¹ 7% 1% 10 Days 43% ΑI 1008 pkgs. \$3,403 K Line 10 Days \$2,310¹ \$100¹ ΑI 1008 pkgs. \$3,403 3% 5% 43% \$1.91 \$34 12 Days \$3,436 Evergreen 0% 11% \$5 43% 1008 pkgs.

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¹ Rate is per container

⁵ Transit time is based on departure from Los Angeles, CA.